

Message Text

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ACTION XMB-04

INFO OCT-01 ARA-06 ISO-00 AID-05 CIAE-00 COME-00 EB-07

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P 151856Z JUL 75

FM AMEMBASSY SANTO DOMINGO

TO SECSTATE WASHDC PRIORITY 4239

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E.O. 11652: N/A

TAGS: EFIN, DR

SUBJECT: EXIM FINANCING FOR ELECTRIC GENERATORS

PASS TREASURY AND EXIM BANK

REF: SD 2513, SD 2068 AND PREVIOUS

1. EMBASSY IS CONCERNED ABOUT DELAY IN ACTING ON GODR REQUEST FOR EXIM FINANCING OF 116 MW THERMAL GENERATOR PLUS POWER LINES AND ASSOCIATED EQUIPMENT TOTALING MORE THAN \$40 MILLION. NOW THAT WE ARE INTO THE SUMMER, EXTENSIVE USE OF AIR CONDITIONING IS CAUSING POWER OUTAGES TWO OR THREE TIMES A DAY. THE PROLONGED DROUGHT AND SEVERE WATER SHORTAGE ARE ADDING TO THE GOVERNMENT'S PROBLEMS. CONSEQUENTLY, DOMINICAN AUTHORITIES ARE UNDER INTENSE PRESSURE TO ANNOUNCE ANYTHING WHICH MIGHT APPEAR TO BE MOVING TOWARD SOLUTIONS OF THE TWO GREATEST PROBLEMS IN THE DAILY LIVES OF THE CITIZENRY, NAMELY ELECTRICITY AND WATER.

2. THE HEAD OF THE GODR'S ELECTRIC CORPORATION, JULIO SAURI, UNDOUBTEDLY FEELS THAT HE MUST DO SOMETHING QUICKLY BEFORE HE JEOPARDIZES HIS RELATIONSHIP WITH PRESIDENT BALAGUER.

3. AS REPORTED REFTELS AND EARLIER, INVOLVED HERE ARE NOT ONLY A LARGE SALE OF IMPORTANCE NOW, BUT ALSO PURCHASES IN THE NEXT

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FEW YEARS TOTALING AS MUCH AS HALF A BILLION DOLLARS.

4. SAURI RECENTLY TRAVELED TO WASHINGTON IN THE COMPANY OF HERB HUNT, THE LOCAL REPRESENTATIVE OF GENERAL ELECTRIC, AND OUR READING IS THAT HE IS INCLINED TOWARD GENERAL ELECTRIC, ALTHOUGH OUR UNDERSTANDING IS THAT THE SPANIARDS ARE TRYING VERY HARD TO GET THIS BUSINESS. THE ASTUTE AND CAPABLE SPANISH AMBASSADOR HAS PROBABLY NOT RPT NOT FAILED IN HIS FAREWELLS TO PRESIDENT BALAGUER AND OTHERS (HE LEAVES NEXT WEEK AS AMBASSADOR TO IRAN) TO MAKE A FINAL PITCH FOR THE PURCHASE OF SPANISH GENERATORS.

5. TIME HAS BECOME CRITICAL AS THE SUMMER WEARS ON. WE, THEREFORE, STRONGLY RECOMMEND THAT POSITIVE ACTION BE TAKEN AS QUICKLY

AS POSSIBLE TO OBTAIN THIS IMPORTANT SALE AND ENHANCE THE PROSPECTS OF US BUSINESS FOR FUTURE LARGE SALES IN THE ELECTRIC GENERATING FIELD. IN SHORT, THIS IS THE TIME TO SUPPORT US EXPORTS, NOT FOR QUIBBLING AT THE RISK OF LOSING OUT TO THE SPANIARDS.

HURWITCH

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